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SUBJECT: REPORT ON VISIT OF FOREIGN TRADE MINISTER JERZY
OLSZEWSKI TO WASHINGTON

REF: WARSAW 7400

1. SUMMARY: MINISTER OLSZEWSKI'S VISIT IN WASHINGTON, OCTOBER 17 AND 18, WAS FULLY SCHEDULED. THE MINISTER WAS OFFERED THE OPPORTUNITY TO PRESENT POLAND'S CONCERNS TO SENIOR USG OFFICIALS IN BOTH THE ADMINISTRATION AND CONGRESS AND DID SO EFFECTIVELY. TWO THEMES EMERGED REPEATEDLY: 1) COMMITMENT OF THE GIEREK LEADERSHIP TO DO WHAT IS GOOD FOR THE POLISH NATION (PATRIOTISM) AND THE DEVELOPMENT OF THE COUNTRY; AND 2) PEACE AND U.S.-SOVIET DETENTE AS PREREQUISITES
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FOR POLAND'S DEVELOPMENT. SPECIFIC ISSUES RAISED BY OLSZEWSKI, AS EXPECTED, WERE: 1) LONG-TERM ARRANGEMENT FOR GRAIN DELIVERIES AND CREDITS; 2) ACCESS TO THE U.S. MARKET FOR POLISH GOODS, WITH SPECIFIC REFERENCE TO THE GOLF CAR CASE AND TEXTILES; AND 3) FISHING QUOTAS FOR 1978. ALTHOUGH OLSZEWSKI IS PROBABLY SATISFIED WITH THE LEVEL OF HIS CONTACTS AND THE UNDERSTANDING AND GENERALLY POSITIVE ATTITUDE

EXPRESSED BY HIS INTERLOCUTORS, HE IS WELL AWARE OF THE LACK OF CONCRETE COMMITMENTS BY THE USG ON ANY OF THESE ISSUES. END SUMMARY.

2. DURING HIS TWO DAYS IN WASHINGTON, OCTOBER 17 AND 18 MINISTER OLSZEWSKI HELD SUBSTANTIVE DISCUSSIONS WITH SENIOR OFFICIALS OF KEY EXECUTIVE AGENCIES AND MEMBERS OF CONGRESS. THESE INCLUDED IN ORDER OF MEETINGS SECRETARY OF COMMERCE KREPS; UNDER SECRETARY OF TREASURY SOLOMON; UNDERSECRETARY OF STATE RICHARD COOPER AND ASSISTANT SECRETARIES VEST AND HORMATS; SECRETARY OF AGRICULTURE BERGLAND; AND EXIMBANK PRESIDENT MOORE. AS A RESULT OF HIS CONVERSATION WITH AMBASSADOR STRAUSS DURING SECRETARY KREP'S LUNCHEON, OLSZEWSKI MET IMMEDIATELY THEREAFTER WITH DEPUTY SPECIAL TRADE REPRESENTATIVE WOLFF CONCERNING TEXTILE NEGOTIATIONS. LUNCHEON HOSTED BY CONGRESSMAN DAN ROSTENKOWSKI WAS A WORKING SESSION ATTENDED BY HOUSE LEADERS INCLUDING SPEAKER O'NEILL, MAJORITY LEADER WRIGHT, MAJORITY WHIP BRADEMAS, AGRICULTURE COMMITTEE CHAIRMAN FOLEY, AND INTERNATIONAL RELATIONS COMMITTEE CHAIRMAN ZABLOCKI. IN ADDITION, THE MINISTER HAD LONG AND WIDE-RANGING CONVERSATION WITH SECRETARY BERGLAND DURING RECEPTION AT POLISH EMBASSY. VISIT CONCLUDED WITH EVENING DINNER CRUISE ON THE POTOMAC HOSTED BY COMMERCE ASSISTANT SECRETARY WEIL. INDIVIDUAL CONVERSATIONS BEING REPORTED SEPTELS.

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3. THROUGHOUT HIS VISIT, MINISTER OLSZEWSKI STROVE MORE TO PROVIDE HIS LISTENERS WITH AN UNDERSTANDING OF POLAND'S PROBLEMS AND THE GOALS OF ITS LEADERSHIP THAN TO DELVE INTO THE DETAILS OF SPECIFIC SOLUTIONS. HE REFERRED REPEATEDLY TO THE POLISH HISTORICAL EXPERIENCE AS A DETERMINING FACTOR IN SUCH MATTERS AS INTERNATIONAL, AGRICULTURAL, AND SOCIAL POLICY, AND PRESENTED THE PRESENT LEADERSHIP AS GUIDED AND LIMITED BY "POLISH PATRIOTISM".

4. IN DISCUSSIONS AT COMMERCE WITH SECRETARY KREPS, MINISTER RAISED FOUR SPECIFIC POINTS:

1) IN THE CONTEXT OF INDUSTRIAL COOPERATION AS A MEANS OF DEVELOPING BILATERAL TRADE, THE MINISTER EXPRESSED HIS FEAR THAT THE GOLF CAR CASE COULD SET A BAD PRECEDENT AND EXPRESSED THE HOPE THAT THIS PROBLEM COULD BE OVERCOME IN A WAY ENCOURAGING TO THE INITIATION OF NEW PROJECTS. 2) AS ANOTHER ASPECT OF INDUSTRIAL COOPERATION, THE MINISTER PROPOSED U.S.-POLISH AGREEMENTS ON COOPERATION BETWEEN SMALL AND MEDIUM SIZE FIRMS. SPECIFIC POLISH PROPOSAL BEING REPORTED SEPTEL. 3) AS CONCERNS OF POLAND'S TRADI-

TIONAL LINE OF EXPORTS TO THE U.S., THE MINISTER RAISED THE QUESTION OF TEXTILE RESTRICTONS AND REQUESTED FAVORABLE CONSIDERATION FOR POLAND'S NEED TO EXPORT ABOUT \$20 MILLION DOLLARS WORTH ABOVE ITS CURRENT LEVEL OF \$50 MILLION DOLLARS. HE STATED THEIR INTENTION TO CHANGE THE STRUCTURE OF

THEIR EXPORTS TO THE U.S., BUT THAT THIS WOULD TAKE TIME AND THESE EXPORTS, ESPECIALLY THOSE LINES SPECIALIZED FOR THE U.S. MARKET, WERE NECESSARY FOR POLAND'S TRADE BALANCE WITH THE U.S. 4) POLAND'S DESIRE TO PURCHASE LARGE AMOUNTS OF U.S. GRAIN OVER THE LONG-TERM AND THE ROLE OF CREDITS IN THESE PURCHASES. ARRIVAL OF OTHER GUESTS FOR THE SECRETARY'S LUNCHEON IN THE MINISTER'S HONOR PRECLUDED DISCUSSION OF THESE SUBJECTS OR ANY ADDITIONAL ONES. LIMITED OFFICIAL USE

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5. HOUSE AGRICULTURE COMMITTEE CHAIRMAN TOM FOLEY, WITH CONGRESSMEN ZABLOCKI PRESENT, EXPLORED WITH THE MINISTER VARIOUS OPTIONS FOR GRAIN CREDITS, BOTH IMMEDIATELY AND OVER THE LONG-TERM. DISCUSSION OF CREDITS FOR THE CURRENT YEAR FOCUSED ON CCC AND EXIMBANK FACILITIES. THE CREATION OF A NEW INTERMEDIATE FACILITY WAS HELD OUT AS A POSSIBILITY FOR THE LONGER-TERM, WITH SUCH QUESTIONS AS CARGO PREFERENCE, THE INTEGRITY OF THE CCC PROGRAM, INTERESTS OF OTHER PURCHASES, AND LEGISLATIVE PROCESSING TIME BEING NOTED AS PROBLEMS TO BE OVERCOME. CONGRESSMEN ZABLOCKI PROVIDED THE MINISTER WITH AN OPENING TO PRESENT HIS CASE ALSO ON THE FISHING QUOTAS FOR 1978.

6. COMMENT: SECURING GRAIN CREDITS WAS OBVIOUSLY THE MOST IMPORTANT OBJECTIVE OF OLSZEWSKI'S VISIT WITH BETTER QUOTAS FOR TEXTILES AND FISHERIES TIED FOR SECO PLACE. HIS PROPOSALS ON THE GRAIN CREDITS UNDERWENT SOME REFORMULATION THROUGH THE SUCCESSIVE MEETINGS AS HE GAINED A BETTER PICTURE OF THE PROBLEMS AND TRIED TO SHOW FLEXIBILITY ON THE MEANS BY WHICH IT COULD BE ACCOMPLISHED. IN HIS CHICAGO MEETINGS WITH MCCORMICK OF INTERNATIONAL HARVESTER, HOWEVER, OLSZEWSKI EXPRESSED DISAPPOINTMENT WITH THE LACK OF A CLEARER USG COMMITMENT AND PESSIMISM AS TO THE OUTCOME OF THE GRAIN CREDITS MATTER. ON ALL THREE ISSUES, OLSZEWSKI RETURNS HOME WITH NO TURN DOWNS, BUT ALSO NO COMMITMENTS OF FAVORABLE ACTION. HE SHOULD BE WELL SATISFIED, HOWEVER, WITH MEETINGS AND INTEREST SHOWN IN DEVELOPING US-POLISH TRADE. END COMMENT. VANCE

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